

Message Text

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ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 DOE-11 ACDA-12 CIAE-00
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E.O. 11652: N/A
TAGS: BENC, BEXP, ETEL, TSPA, IN
SUBJECT: STATUS OF INSAT PROCUREMENT

REF: NEW DELHI 1875

1. WHILE IN BANGALORE LAST WEEK SCICOUNS SPOKE TO MR. SUNDAR RAJAN, MEMBER OF THE TECHNICAL STAFF OF THE INDIAN SPACE RESEARCH ORGANIZATION (ISRO), BANGALORE, ABOUT THE STATUS OF THE PROCUREMENT. RAJAN INDICATED THAT ALTHOUGH HE HAS NOT BEEN PERSONALLY EVALUATING PROPOSALS HE UNDERSTANDS ONLY TWO PROPOSALS WERE RECEIVED BY ISRO, ONE FROM THE FORD AEROSPACE AND THE OTHER FROM HUGHS AIRCRAFT. HE ALSO STATED THAT CONSULTANTS FROM THE EUROPEAN SPACE AGENCY (ESA) AND COMSAT CAME TO BANGALORE LAST WEEK AND ARE PARTICIPATING IN CERTAIN PHASES OF THE TECHNOLOGICAL EVALUATION OF THE PROPOSALS. RAJAN INDICATED THAT THE PROJECT DIRECTOR IN INSAT WOULD BE PREMODE KALE WHO IS RESPONSIBLE FOR THE GROUND HARDWARE AND MAINTENANCE OF VILLAGE TELEVISION SETS DURING SITE.

2. SCICOUNS ALSO SPOKE TO PROFESSOR SATISH DAWAN, SECRETARY FOR DEPARTMENT OF SPACE, REGARDING THE PROCUREMENT. DHAWAN WAS PLEASED THAT HE HAD TWO COMPETI-
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TIVE PROPOSALS. HE HOPES TO FINISH PROPOSAL EVALUATION AND NEGOTIATIONS WITH THE CHOSEN CONTRACTOR BY JUNE 1. DHAWAN INDICATED AN UNEASIENSS ABOUT THE TYPE OF CONTRACT THAT HE SHOULD HAVE WITH THE CONTRACTOR. HE WAS AWARE OF THE PROBLEMS OF COST PLUS FIXED FEE, COST PLUS INCENTIVE FEE, AND FIXED PRICE CONTRACTS WITH INCENTIVES AND PENALTIES. ISRO EXPECTS TO TAKE DELIVERY OF THE

SATELLITE FOR LAUNCHING 34 MONTHS FROM THE SIGNING OF THE CONTRACT. DHAWAN SEEMED TO FEEL THAT INCENTIVES AND PENALTIES FOR MEETING SCHEDULES AND PERFORMANCE SHOULD BE IN THE CONTRACT. AT THIS TIME THE ENTIRE ISSUE SEEMS TO BE OPEN.

3. SCICOUNS NOTED THAT THERE WAS PROBABLY SOME CONCERN BY U.S. AGENCIES THAT TECHNOLOGY TRANSFER MIGHT OCCUR DURING THE BUILDING OF INSAT. DHAWAN FELT THAT IN ORDER TO MANAGE AND OPERATE THE SATELLITE, PARTICIPATE IN DESIGN REVIEWS, AND UNDERSTAND ALL OF THE SYSTEMS IN THE SATELLITE, HIS PEOPLE HAD TO WORK WITH THE CONTRACTOR. DHAWAN SAID THAT INDIA WAS PROCURING A SATELLITE ONLY. HE INDICATED THAT OBTAINING THE TECHNOLOGY FOR INDIA TO BUILD ITS OWN SATELLITE WOULD BE A SEPARATE ISSUE. INDIA WOULD BUY WHAT IT NEEDED THEN.
GOHEEN

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Message Attributes

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